

Anti-Saloon League materials

Section 21, Pages 601 - 630

These materials relate to the Kansas Department of the Anti-Saloon League of America. Correspondence is primarily between State Superintendent W.J. Herwig and Reverend Milo G. Kelser, field manager at the Anti-Saloon League of America headquarters in Westerville, Ohio. Correspondence is also exchanged with Reverend Julius Smith and Professor O. G. Markham of Baldwin City. Travel itineraries, legislation, and the effects of World War I are frequent topics of conversation. The group sought to organize prohibition meetings in conjunction with Sunday church services around the state. Monthly financial reports are also included.

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KANSAS
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NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO

LECTURE BUREAU
REV. MILO G. KELSEY, FIELD MANAGER
Oct. 17, 1917.

Rev. W. J. Herwig,
c/o 814 Flatiron Bldg.,
Atlanta,
Ga.

Dear Brother Herwig:

I note what you say in your letter of October 8th, written at Pinehurst, in regard to Jones. Of course ~~the~~ only thing to do is to let the matter rest until you get back to Kansas.

We have no place for him at the present in date making. Anyhow, he is too expensive a man for that work. We are hiring some at one-half his salary who are doing just as good date-making as he possibly could do. Men who draw his salary with us are devoting themselves to private canvassing, and are making good. We count them well worth what we pay them. Henry M. Ware who has been in Kansas canvassing for some weeks is doing splendid work, all things considered. Why can't Jones get out and arrange dates for himself where he finds they will be advantageous to private canvassing, and put in six days a week actually canvassing for funds privately, following the same program which Bradshaw is now following in Kansas? IF HE WILL DO THAT, AND WILL DEMONSTRATE THAT HE CAN DELIVER THE GOODS, there is no reason why he should not continue in the employ of the Anti-Saloon League of America. You say he can get money -- then why don't he do it? He has been writing to us and trying to excuse himself for not sending in good returns because of the fact that all of the good places were dated during the campaign, and only places of minor importance are left open for meetings. It is not necessary that he should get his money from meetings. Let him follow Bradshaw's program, and demonstrate what he can do.

I wish you would put it up to him. I do not feel that I have authority to do so. At the same time, I do not feel it is right to carry him as a liability.

Faithfully,

Field Manager.

MEK:IBD.



Topeka, Kansas, Oct. 19, 1917.

Mr. Milo G. Kelser,
Westerville,
Ohio.

Dear Brother Kelser:

Yours of Oct. 16th to hand.
Will be glad to get the window cards.

Now regarding the 5,000 envelopes which you plan to send to our office, permit me to suggest that if possible you have them reach us so that we may mail out our November statements before November 1st when the new postal rate goes into effect. It will save several dollars.

Mr. McGuire of your office wrote Miss Corning that they would be mailed out the 11th by parcel post. They have not reached our office and so I am writing this to call your attention to the fact that they have not reached us, and also that we are getting out statements so that we can mail them out before November 1st.

I hope you have not overlooked the fact of Sunday dates for Mr. Herwig and myself for the convention at Washington, D. C.

Most cordially,

Assistant Supt.

Topeka, Kansas, Oct. 25, 1917.

Mr. Milo G. Kelser,
Westerville,
Ohio:

Dear brother Kelser:

Yours of October 23rd to hand,
and in reply will say that the 5,000 envelopes are
here and I suppose the window cards will be here
within a few days.

I am writing Dr. Moore concerning a
speaking date for Sunday, December 9th, the Con-
vention Sunday. I shall be very glad to arrange
this with Dr. Moore.

Hoping to see you at the Convention,
and to hear from you at any time, I am,

Most cordially,

Assistant Supt.



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
LECTURE BUREAU
REV. MILO G. KELSER, FIELD MANAGER

October
Twenty-ninth
Nineteen
Seventeen

Rev. W. J. Herwig,
918 Kansas Ave.,
Topeka, Kans.

Dear Brother Herwig:-

Yours of recent date at hand.
I have had on my desk for several days a statement showing the results of Jone's Sunday work. As far as that goes it is well enough, but why should he not be putting in a good portion of his time between Sundays in private solicitation over the state? He is drawing a salary of \$150.00 per month and expenses. The men whom we are paying that for private solicitation are turning in from \$3000 to \$5000 per month in subscriptions with a splendid proportion of cash. I do not imagine that the work which he does about the office is particularly essential.

I have referred Jones to Dr. E. J. Moore for an answer to his query in regard to an appointment to speak while attending the Convention.

Faithfully yours,

Milo G. Kelsor
Field Manager.

MCK'AMSch.



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
—
LECTURE BUREAU
REV. MILO G. KELSER, FIELD MANAGER

October 30, 1917.

Rev. W. J. Herwig,
918 Kansas Ave.,
Topeka,
Kansas.

Dear Brother Herwig:

We are planning on Sunday, December 9th to put over the biggest field day ever conducted in the Nation's Capital. We are expecting to be able to open at least sixty churches, and will therefore need thirty men, each taking two meetings, one in the morning and another in the evening, to take care of them. The National five year card will be used. We are depending upon you for two meetings.

Faithfully,

Field Manager.

MEK:IBD.

P.S. My understanding is you are planning to work up a delegation sufficient to warrant running a special train from Kansas to the Nation's Capital. Herwig, I sincerely hope you will succeed in this. If you do, it will be the best month's work of your life. That trainload of Kansans would have a great influence in favor of the national cause, and at the same time they would take back to that conservative old state an inspiration that would put new life into the State League work. I wish you great success.

M.G.K.

*P.P.S. You understand of course that
Superintendents of Nationalized
States will attend the Convention
with expenses paid.
M.G.K. Per D.*



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
—
LECTURE BUREAU
REV. MILO G. KELSER, FIELD MANAGER

October
Thirtieth
Nineteen
Seventeen

Mr. W. J. Herwig,
918 Kansas Ave.,
Topeka, Kans.

Dear Brother Herwig:-

I enclose herewith a copy of
a letter just written to Jones that is self-explanatory.

Faithfully yours,

Milo G. Kelser
Field Manager.

MGK:AMSch.



October
Thirtieth
Nineteen
Seventeen

Mr. Alva P. Jones,
% 918 Kansas Ave.,
Topeka, Kans.

Dear Brother Jones:-

I have been looking over your reports for Sunday Field Day services in recent months and considering the fact that your appointments are only such as have been left over after the big Campaign was conducted, but I am wondering what you are doing between Sundays. We are warranted in raising this question by virtue of the fact that your salary is paid by the National Anti-Saloon League. Herwig wrote us immediately following the Campaign that he was planning to have you do private solicitation in the rural districts arranging speaking appointments for yourself wherever you could on week nights advantageous to such canvass. We have never received any reports from you indicating you have been doing any private solicitation. Field Secretaries whom we are paying the salary you receive - \$150.00 per month (and we have several of them) are turning in from \$2000 to \$5000 in subscriptions per month with a good proportion of cash. The splendid Campaign did not yield as gratifying results as we all had hoped - the main reason for this being the fact of the extreme conservatism and self-complacency of the Kansas people. We had thought, therefore, to make up for what the Campaign failed to produce in the way of returns by thoroughly fine "tooth combing" the state. Thus far, we have only been able to put one of our men into the state to do private canvassing. Henry M. Ware is doing splendid work. We had employed a man, J. C. Bradshaw of Dexter, Kansas to undertake this kind of work. He has been at it about three weeks, taking counties which Mr. Herwig assigned to him. However, he is inexperienced and thus far has not made expenses. He is a mighty fine fellow and if he keeps at it, probably will make good, but we are

*they are
very good*



-2-

planning to send additional men into the state early next month and promote a systematic and thorough canvass, which shall reach not only all villages but every farm home in which we can hope to find friends who will support this movement with their contributions. I see no reason why Kansas ought not to give as generous support to the movement for National Prohibition as Nebraska. We have two private solicitors over in Nebraska at the present time who are turning in magnificent reports. W. C. Johnson for instance within the past six weeks reports over \$7000 in subscriptions with \$1600 in cash. Most of it SECURED AMONG THE FARMERS. Dr. Robert B. Patton has been doing nearly as well in Nebraska. Henry M. Ware now in Kansas surpassed these other men while he was working in Nebraska prior to going to Kansas. Now Brother Jones, please write me frankly in regard to this matter. We are anxious that your work should so be shaped up as that you will feel satisfied yourself and so that the National League will also be able to consider you as a strong asset to its work. I am sending a carbon copy of this letter to Superintendent Herwig. As a matter of fact in all of our nationalized states, an office secretary is taking care of all that is necessary at the office. In states where they have had Assistant State Superintendents prior to the nationalization, these men have devoted themselves to private solicitation, keeping constantly out in the field and conducting Sunday Field Day Services, using the National League Five Year Card.

Trusting you will write me frankly what is in your mind in regard to this matter, and with best wishes, I am,

Faithfully yours,

MSK:AMSch.

Field Manager.



Baldwin Oct 30 5x17

Dear Brother Herwig,

We are planning to take up the question of "Temperance Sunday" on Sunday night next. I am not on the program but have been asked for the latest on the program of the Anti-Saloon League and the nation.

I would particularly like to know what are the plans for Kansas in the national convention and whether any attempt will be made to get a train load of delegates or any specific effort for any number. We have seen nothing, nor heard nothing since our exchange of letters some months ago.

I have assumed that you will have been exceedingly busy in the various state campaigns. This will have taken you afield a good deal, and so we would not have heard much from you on Kansas matters. I am only solicitous now that a definite plan and down right hard work be done in time to get a suitable delegation if such shall be attempted. - feel perfectly sure if left to general appeals there will be no representation worth while from our state.

For the same reason, I have a pretty sure feeling that we need to keep our local committees right in touch all the time. The first great trouble with the old society was that it long ago lost all cooperative relations, and became a one man thing, which is always a failure in an organization that aims at team work., or is so intended.

I know every body is very busy, and so am I. but I would like to know the outlook and plans and particularly for next Sundays use,

Cordially

Julius Smith



Topeka, Kansas, Nov. 1, 1917.

Rev. Julius Smith,
Baldwin,
Kansas.

Dear Brother Smith:

In the absence of Mr. Herwig
who is campaigning in Georgia, I am replying to
your letter of October 30th.

I note your inquiry regarding a train
load of delegates to the National Convention, and
in reply wish to say that I am sure it is Mr. Herwig's
intention that a special train be chartered for a
Kansas delegation of several hundred people.

Mr. Herwig is expected home sometime next
week at which time he will devote his entire time
to making and completing plans for this Convention.
You will doubtless hear from him within a short time
after his return.

Very truly yours,

Office Secretary.



Topeka, Kansas, Nov. 1, 1917.

Mr. Milo G. Kelsor,
Westerville,
Ohio.

Dear Mr. Kelsor:

In reply to your favor of Oct. 30th will say that I had planned to speak each night through the months of October and November. My dates for the first week, beginning Oct. 1st were of no consequence save one or two. I was dated up to Oct. 11th but was asked to speak Tuesday, Oct. 9th before the State W.C.T.U. Convention in Mr. Herwig's place, therefore, I had to call in my dates for that week. I also visited the State Presbyterian Synod at Eureka which I have been doing for 3 or 4 years. The week following I visited the State Baptist Convention at Kansas City and spoke before the Convention on Oct. 16th. The next week on Oct. 23rd I visited the annual state meeting of the Christian Church which was held in Kansas City. I had arranged a date for Monday, Oct. 22nd, but the date I called off.

On Monday, Oct. 29th I was called to St. Joseph, Mo., in the absence of Mr. Herwig, for a conference concerning the inauguration of a law enforcement propaganda which was held between the Superintendents of Nebraska, Iowa and the Superintendent and District Superintendents of Missouri, then it has taken some little time to arrange my Sunday dates.

Since Mr. Herwig has been away from the office I have tried to get back to the office frequently to look after any matters that might demand our attention.

Tomorrow I am asked to confer with a committee on law enforcement which meets at Kansas City. I am arranging for some week night work during the latter half of this month. Week night dates, however, in small towns in country communities do not meet with very encouraging results.

Now as to the proposition of canvassing among the farmers will say that this is rather a difficult proposition. I believe that it would be possible to do considerable work along this line and have wondered if it wouldn't pay to buy some kind of an automobile for that purpose. I have done some of this kind of work. Frankly, I do not like to solicit money in this way and do not consider myself very much of a success along that line for a man meets with a good many insults and things that are unpleasant, but if I had a conveyance I would be willing to put in a part of my time in this way. The towns have been canvassed to



MGK---#2.

the limit and it would be useless to attempt extensive activities along this line unless we were able to go into the country. I would be willing to go in for a car myself if you could allow me sufficient mileage or up-keep expense and I would arrange my dates so that I could speak in a community and then follow it up the next day with a personal house to house canvass, but without a conveyance in a small town where you have to make a train for your next date it is almost impossible to do any personal work.

I am willing to co-operate with you in any way that seems advisable and will be glad to consider any practical plan.

Hoping to hear from you again, I am,

Most cordially,

Assistant Superintendent.



Topeka, Kansas Nov. 1, 1917.

Supt., Pennsylvania Anti-Saloon League,
1014 Stock Exchange Bldg.,
Philadelphia, Pa.

My dear brother:

I am planning to attend the National Anti-Saloon League convention in Washington, Dec. 10th to 13th. Am expecting also to be present for the Worker's Conference which begins Dec. 5th. This will place me in Washington for the Sunday of the 9th. I should like very much to have a date for that Sunday, and if you are planning to use any of the field men on that Sunday I shall be glad to spend that Sunday in your state.

Hoping to hear from you concerning the matter as early as is possible, I am,

Most cordially,

Ass't. Superintendent.



ANTI-SALOON LEAGUE OF AMERICA

STATE OFFICIALS
 PROF. O. G. MARKHAM, BALDWIN
 PRESIDENT
 HON. GEORGE H. HODGES, OLATHE
 VICE PRESIDENT
 MR. W. M. CLARK, BALDWIN
 SECRETARY
 HON. J. C. MOHLER, TOPEKA
 TREASURER
 FRED H. JACKSON, TOPEKA
 ATTORNEY

KANSAS DEPARTMENT
 SUCCESSOR TO KANSAS STATE TEMPERANCE UNION
 918 KANSAS AVENUE, ROOM 2

W. J. HERWIG, SUPERINTENDENT
 ALVA P. JONES, ASSISTANT SUPERINTENDENT
 NETTIE FLORENCE CORNING, OFFICE SECRETARY
 OFFICIAL ORGAN: THE AMERICAN ISSUE—KANSAS EDITION

STATE HEADQUARTERS COMMITTEE
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 HON. GEORGE H. HODGES, OLATHE
 REV. A. M. BRODIE, WICHITA
 REV. JULIUS SMITH, BALDWIN
 REV. O. C. BRONSTON, HOLTON

279 statements

Topeka, Kansas, November 1, 1917.

Dear Subscriber:

Now for the final campaign in Congress. Congress will convene in regular session in December when the Prohibition Constitutional Amendment will come before the House of Representatives. The Anti-Saloon League of America has been busy organizing the forces throughout the country, and will be prepared to bring tremendous pressure upon Congress for the submission of the above amendment.

The great National Convention of both the Anti-Saloon League and W.C.T.U. will be held in Washington, D. C. the week Congress convenes. It will be the general marshalling of the prohibition forces upon Washington. We hope to make this campaign so overwhelming that the House will not fail to submit the amendment. The Senate has already voted to submit. The Liquor interests are also mobilizing their forces and will bring tremendous pressure in opposition. We need your help and are appealing to all our subscribers NOT TO FAIL US IN THIS IMPORTANT CRISIS.

Enclosed you will find remittance card which will show condition of your pledge. TO FAIL NOW will seriously handicap us in our efforts for National Prohibition. REMIT YOUR DUES TODAY.

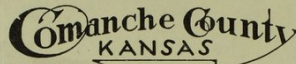
Greatly appreciating your interest and hearty co-operation, we will remain,

Yours for complete victory,

W. J. Herwig
 Superintendent

Anti-Saloon League materials

REGULAR TERMS OF DISTRICT COURT
3rd Tuesday in May and 1st Tuesday in December
Adjourned terms—About March and September



C. E. BAKER
COUNTY ATTORNEY

COLDWATER, KANSAS, Nov. 1, 1917.

Rev. W. J. Herwig,
Supt. Anti-Saloon League,
918 Kansas Ave., Topeka, Kansas.

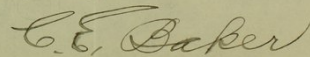
Dear Sir:

There is a U S secret service man in Kansas City endeavoring to detect and notify officers of shipments of intoxicating liquors into Kansas, I am informed, and that his name is "Wilt" but I have been unable to get his full name and address. Please get it for me if you can. I want to give him some clues that may be of importance.

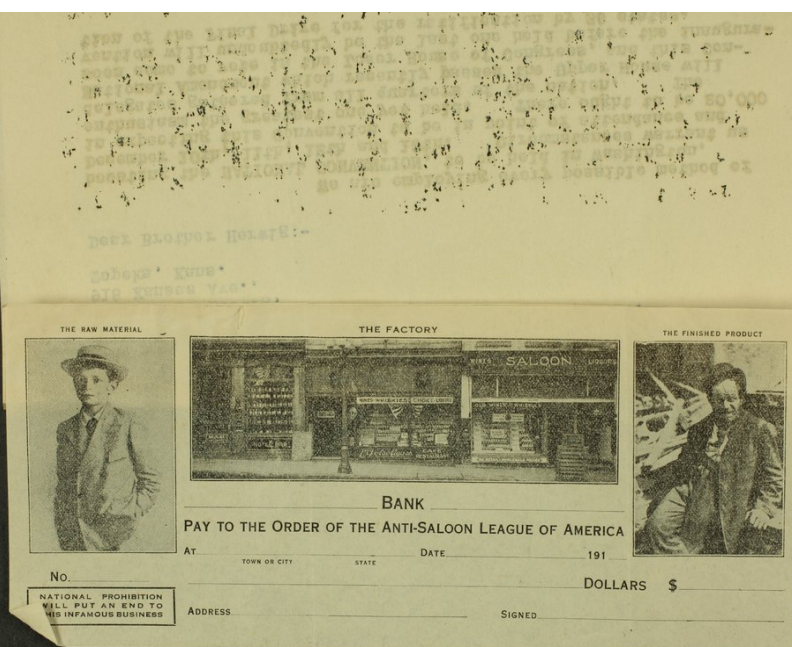
Do you still make analysis of liquors sent to you as Mr. Stahl formerly ~~did~~ did for prosecuting officers? and have you analyzed "Bevo" and other temperance drinks being sold in the state?

Thanking you in advance for this help, I am,

Yours very truly,



Anti-Saloon League materials





THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO

LECTURE BUREAU

REV. MILO G. KELSER, FIELD MANAGER

Dear Brother:

I enclose herewith a form of souvenir check which we have gotten up with the idea that it might aid the speaker in his appeal FOR CASH at the meeting, or aid the private solicitor in his appeal for an advance payment on a subscription.

Please study this check carefully and give me your opinion as to whether it would be a good thing or not. We have only run a few proofs and are sending this note with a proof of the check like the enclosed, to each speaker and field secretary, with a request for a statement of their opinion.

I want to say if it should be decided to use this check, it would be printed on GOOD PAPER so that the pictures will come out clear and distinct.

The idea is that the speaker, for instance, can appeal to those who have subscribed to make a substantial payment on the check to be found in the little envelope, so that it will return to him as a souvenir of the meeting as well as a receipt for the generous contribution he has made to this worthy cause.

It strikes me there is in this proposal a suggestion that will help to increase the cash that could be secured at a meeting. A check of similar character has been used with great success, I find, by some other philanthropic organizations.

Awaiting an early reply, I am

Faithfully yours,

MGK:IBD.

Field Manager.



LECTURE BUREAU

REV. MILO G. KELSER, FIELD MANAGER

Nov. 2, 1917.

Rev. W. J. Herwig,
918 Kansas Ave.,
Topeka, Kans.

Dear Brother Herwig:-

We are employing every possible method of boosting the NATIONAL CONVENTION, to be held in Washington, December 10th, 11th, 12th and 13th. Circumstances warrant us in expecting this Convention to be in point of attendance and enthusiasm the greatest one yet held. There ought to be 20,000 delegates gathered from all quarters of the nation. The National Amendment which recently passed the Upper House will soon come to vote in the Lower House of Congress, and this Convention will undoubtedly be the last one held before the inauguration of the Final Drive for the ratification by 36 states.

At the suggestion of Dr. Moore, who is in charge of the arrangements for the Convention, I am writing to all of the speakers and asking them without fail at every meeting which they hold from now until December 10th, to BOOST for the Convention to the utmost of their ability. Several hundred meetings will be held between now and that day and the influence of our speakers can be a mighty factor in helping the people make up their minds to attend. We would like also if you would make it a point as far as possible in every town you visit to get in touch with ALL THE PASTORS and urge them to see to it that WITHOUT FAIL one or two delegates are appointed for their congregation, one from the Sunday School, one from the Young People's Society and one or two from the Brotherhood or Men's Bible Class. I imagine you could tactfully also LODGE THE SUGGESTION in the minds of prominent laymen in the various churches that they would be doing a fine thing for their community as well as for their pastor, if they would see to it that he is sent as a delegate with EXPENSES PAID. Laymen in all the churches are always glad to do such things if the idea occurs to them.

Confident you will enthusiastically cooperate in carrying out these suggestions, I am,

YOURS FOR THE BIGGEST PROHIBITION CONVENTION EVER HELD ON
THIS PLANET,

MGK'AMSch.

Milo G. Kelser
Field Manager.



REV. CARL G. AUE, D. D., President
Emporia, Kansas

REV. PAUL MENNENOER, Secretary
Eureka, Kansas

LOUIS T. BANG, Treasurer
Emporia, Kansas

THE EVANGELICAL LUTHERAN SYNOD OF KANSAS

REV. H. A. OTT, D. D., Missionary Supt.
Topeka, Kansas
REV. L. A. HARSHMAN, Statistical Secy.
Ottawa, Kansas

FIFTY-FIRST ANNUAL CONVENTION
Salina, Kansas, Oct. 10-14, 1918

OUR AIM FOR THIS SYNODICAL YEAR
1. Every Vacant Charge With an Active Pastor
2. Every Action of Synod an Accomplished Fact

EMPORIA, KANSAS, Nov 3 1917

Alva P. Jones

Topeka, Kansas (918 Kansas Ave)

My Dear Brother Jones:-

At your request, I have today appointed, Rev C.W. Maggart D.D. and Rev. H.A. Ott D.D. of your city to represent us as trustees on the Board of Trustees of the Anti-Saloon League of Kansas, until the next meeting of the Kansas Synod which will be held in Salina Kansas Oct 10-14 1918. I have appointed these brethren as they are in your city and in touch with the synod in its work..

Sincerely Yours

Carl G. Aue

President of Kansas Synod.



Topeka, Kansas, Nov. 3, 1917.

Hon. Fred S. Robertson,
U.S. District Atty.,
Kansas City, Kansas.

My dear Mr. Robertson:

County Attorney Baker of Comanche County has written our office inquiring if there is a United States Secret Service man by some such name as Wilt in Kansas City trying to get on to illegal shipments of intoxicating liquors from Missouri to Kansas. He has some facts that he will be glad to place in the hands of such detective if he knows where to reach him, so we would be glad to have you give us the name of any man under your direction or on the Missouri side who is giving such service.

Then, Mr. Robertson, the states of Nebraska, Iowa, Missouri and Kansas are planning to use a detective along the border cities to suppress some of the violators of the state and national bone dry laws through the carrying of intoxicating liquors into dry territory by automobiles and in suit cases and trunks. You understand that Judge Pollock has recently given a decision on some parts of the bone dry law and we would like to have your opinion and advice as to how to proceed in the enforcement of this law. Your record has been such as to warrant us in believing that you are a friend to the law and will stand for a fearless enforcement of it. We think it will perhaps be better to prosecute under the Federal law than under the State law, and we will be glad to render whatever assistance we may be able in up-holding and maintaining the authority of both the State and Federal laws. A statement of your opinion as to how and how far we may go in the enforcement of these laws, or in securing evidence and turning over to the proper authorities for prosecution will be of inestimable value to all of our workers.

Hoping to hear from you at your earliest convenience and that you will feel free in making any suggestions that you may care to make, I am,

Most cordially,

Assistant Superintendent



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
LECTURE BUREAU

REV. MILO G. KELSER, FIELD MANAGER
November 3d, 1917.

Rev. W. J. Herwig,

Topeka, Kansas.

Dear Brother Herwig:

Swadener was caught in an automobile smash-up while enroute from the station to his home at Indianapolis the other day and very seriously injured. How seriously, we have not yet been able to learn. His wife wired that he is in the hospital and that there will be no possibility whatever of his attempting the dates in Montana. We wired Conger asking him to take the dates assigned to Swadener in Montana from November 11th to December 7th inclusive, but he comes back with the reply that the campaign now being conducted so successfully in Washington State would be seriously injured should he leave. Of course, under the circumstances it would be very unwise to attempt to take him away from that state.

I do not know where to turn for someone who can fill those dates for Swadener. He is advertised in first class towns. It is too bad. If it were not for your plans to devote yourself entirely during the coming month to working up a big delegation from Kansas I would propose that you take those dates. However, the big delegation seems to me is of first importance, and we will have to find some other way out.

Congratulating you upon the splendid record you have made in Georgia under most trying circumstances, and with best wishes, I am

Faithfully yours,

Milo G. Kelser
Field Manager.

MGK:IBD.



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
LECTURE BUREAU

REV. MILO G. KELSER, FIELD MANAGER

November 3, 1917.

Rev. W. J. Herwig,
Topeka, Kansas.

Dear Brother Herwig:

The enclosed post card just received. What does this mean anyhow? Has Jones really joined the army, or is there a mistake in this information? The package referred to, I think is envelopes sent your office, or possibly it may be advertising material which we printed for Jones.

Faithfully,

Milo G. Kelsner

Field Manager.

MCK:IBD.



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
LECTURE BUREAU
REV. MILO G. KELSER, FIELD MANAGER

November 5, 1917.

REV. W. J. Herwig,
918 Kansas Ave.,
Topeka, Kans.

Dear Brother Herwig:-

Your wire received. I fully appreciate your situation, Brother Herwig and if I had anyone else from whom I could look for help in this emergency, I would not ask you to leave your state. Doty and I have been in conference continually in regard to the matter, and the following is the best solution at which we can arrive: Swadener is seriously injured and will not be able to speak again until after the holidays, if then. If you could take the dates in Montana, November 11th to 25th inclusive, we would have Hunt take the dates from November 26th on to December 7th inclusive. Hunt is a new man and I hesitate to use him at all for such work until we have had a chance to try him out. My understanding is that Swadener was given the chief itinerary in the present Campaign in Montana. The other few speakers who are there will only be in the state for the first week in December, except Horton who will be there from November 18th to December 7th inclusive. Swadener was to have the long itinerary, November 11th to December 7th inclusive. The state has been nationalized and it is of the utmost importance that this Campaign should be efficiently carried out. I have no hesitancy in trusting you. Swadener would have had a great time there. I know you will do fully as well. I enclose herewith the dates already received. Will probably wire you the other dates before you leave Kansas.

Grateful for your kindness in helping out and trusting that with the help of Jones, you will be able to so manage things that the Kansas delegation will not suffer, I am,

Faithfully yours,

Milo G. Kelser
Field Manager.

MGK:AMSch.

Dates on enclosed itinerary following Nov. 26, will be filled by Hunt. - K.



NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO
LECTURE BUREAU

REV. MILO G. KELSER, FIELD MANAGER
November 7th, 1917.

Rev. W. J. Herwig,
Topeka, Kansas.

Dear Brother:

I am constantly receiving requests from keymen to notify them on what train the speaker will arrive and to give them positive assurance that they can depend upon him. From the many letters of this character, it would seem that it has become quite a common thing for people to advertise speakers and then be disappointed for the reason that they did not come. If you will FAITHFULLY FOLLOW OUT the suggestion made several times prior to this, to, on Saturday night, either call on the telephone or else send a night letter to each of the keymen for the week ahead, this difficulty will be obviated.

Furthermore, I believe that to follow this method will absolutely insure A GOOD ATTENDANCE at your meeting. For the keyman to have talked with the speaker, have heard his voice in friendly conversation, and therefore to feel assured in his mind that the speaker is going to be on hand, would spur him TO PUT FORTH RENEWED AND FINAL EFFORTS TO MAKE CERTAIN a crowded house.

The fact that so many of the speakers are writing to me that when they reached their appointment they "found the keyman out of town," or they "found no announcements made," or that they "found no advertising put out" or that they "found the church door locked," or that "the building was not lighted sufficiently for people to read their cards," or a hundred and one other things that had not been looked after relative to the preparations for the meeting that should have been, is clear evidence to me that the speakers are NOT faithfully communicating with the keymen ahead. None of the above difficulties would have occurred if the speaker had talked on the phone (this is the best method) with the keyman, because information regarding the above necessary things could have been ascertained, and any shortcoming COULD HAVE BEEN REMEDIED.

I am sure that we would be thousands of dollars ahead by the speakers faithfully following our suggestion. Furthermore, I feel we are warranted in expecting this co-operation from the speakers in HELPING TO INSURE the success of their meetings.



If in the telephone conversation the speaker should ascertain that the keyman is not properly looking after the meeting, and is impressed that he will not do so, there are still several days ahead, during which time the deficiency can be remedied, and he should at once get word to the State Superintendent in regard to the situation. I am confident the speaker's interest in the cause as well as in his own success will prompt him cheerfully to assume this additional responsibility.

I assure you we are doing EVERYTHING in our power to secure efficiency in dating and advertising. Where we have been able to begin in time and the State Superintendent has been able to render efficient co-operation, we have succeeded -- witness Washington Campaign now on. I need not mention others; you know them as well as I.

Please let me have your assurance that we CAN DEPEND UPON YOU for this co-operation in the interest of the SUCCESS OF YOUR OWN MEETINGS. Some of the speakers have been doing this regularly, others occasionally, still others have not been doing it at all (not even mailing a letter to all keymen for a week ahead, which has been expected, and repeatedly insisted upon from the very beginning of our Lecture Bureau.)

This letter is being sent to all of the speakers. APPRECIATING the splendid work every speaker has been doing, I am,

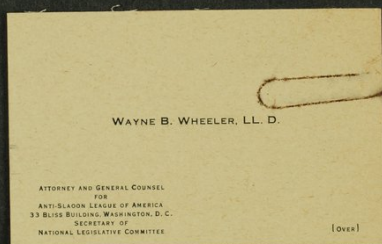
Faithfully yours,

Milo G. Kelsey
Field Manager. *Per D.*

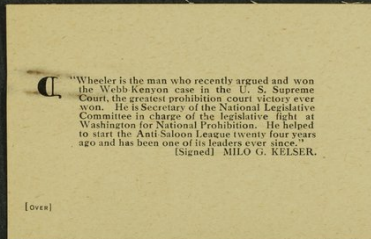
MGK/IBD.

P.S. One of our speakers last year who was filling a six weeks' itinerary in a Western state, owing to inefficient dating found nearly one-half the dates not arranged at all. By the method of phoning ahead he discovered the fact, and was enabled in EVERY INSTANCE where a date had fallen down, to bolster it up or find a substitute, so that the Campaign turned out a great SUCCESS FINANCIALLY, instead of being a certain failure. Such resourcefulness on the part of our speakers that will turn defeat to victory, is APPRECIATED.

M.G.K.



Anti-Saloon League materials





NATIONAL HEADQUARTERS
THE ANTI-SALOON LEAGUE OF AMERICA
WESTERVILLE, OHIO

LECTURE BUREAU
REV. MILO G. KELSER, FIELD MANAGER
November 7th, 1917.

Rev. W. J. Herwig,
Topeka, Kansas.

Dear Brother:-

At the request of Wayne B. Wheeler, I got out for him the enclosed card. Please read it carefully on both front and back. He desired to have such a card that he might place it in the hands of the Chairman of the meeting wherever he speaks. It gives the Chairman the name of the speaker so that he will not make any mistake in that as the Chairmen often do in introducing a speaker. Furthermore on the reverse side of the card, it gives some important facts to aid him in his introduction of the speaker.

If you would like to have something of this kind for yourself, PLEASE FIX UP COPY and send it back to us with this card. We will have the same printed and will send you a couple hundred of them.

Always at your command for any service we can render, I am,

Faithfully yours,

Milo G. Kelser
Field Manager.

MGK:AMS.



Topeka, Kansas, Nov. 7, 1917.

Rev. Julius Smith,
Baldwin,
Kansas.

Dear Brother Smith:

Upon my return to the office this morning I find your letter awaiting me. I hope the literature sent you has been of some help to you in getting up your temperance address.

Now it seems to me that it is mighty important that we proceed immediately in getting up the largest possible delegation from Kansas to attend our National Convention. I just had a conference with Gov. Capper and he is insisting that we make every effort to run a special train. He is planning to go and head the delegation. I shall get the machinery to work immediately and make every possible appeal through the entire state.

I was obliged to remain away longer than I had anticipated. Two of the speakers became ill and so I had to remain and fill their appointments, closing the campaign in Georgia last Sunday night.

Will you be able to go to Washington? I sincerely hope that you can go. I am anticipating of course that Baldwin will send a fairly good delegation.

With best wishes, I will remain,

Very sincerely,

Superintendent.



Topeka, Kansas, Nov. 8, 1917.

Mr. Milo G. Kelser,
Westerville,
Ohio.

Dear Kelser:

I am leaving Friday morning for Montana. I won't do a thing to you when I see you at Washington.

I am getting the machinery started here in fairly good shape in the working up of our delegation, and will try to manage the campaign by the by the long distance process.

Now I have dates for only Nov. 11th, morning and night, 12th, 13th, 14th, 18th morning and night. 22nd and 25th, Miles City for Sunday night. Do not fail to get the proper information to me. I am understanding that by close my campaign in Montana at Miles City, Nov. 25th. I shall hurry home and immediately plunge into our campaign here, and will come to Washington with colors flying high.

Very sincerely,

Superintendent.